

Message Text

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PAGE 01 NEW DE 03647 302204 Z

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ACTION EB-11

INFO OCT-01 NEA-10 ADP-00 EUR-25 AID-20 CIAE-00 COME-00

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 OMB-01 FAA-00 DODE-00 RSR-01

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R 301130 Z MAR 73

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 3460

INFO AMEMBASSY BEIRUT

C O N F I D E N T I A L NEW DELHI 3647

BEIRUT FOR RCAA

E. O. 11652: GDS

TAGS: ETRN, BEXP, IN

SUBJ: PRATT AND WHITNEY CONCERNED WITH SOVIET COMPETITION

1. JAMES A HOLTVEDT OF UNITED AIRCRAFT CORPORATION (PRATT AND WHITNEY AIRCRAFT DIVISION) CALLED AT EMBASSY MARCH 27 TO DISCUSS AVIATION SALES SITUATION. ON MARCH 28 HOLTVEDT TELEPHONED TO SAY THAT HE HAD BEEN GIVEN VERY COOL RECEPTION SAME DAY BY DIRECTOR OF ECONOMIC PLANNING (L. F. R. CABRAL) AT INDIAN AIRLINES (IAC). HOLTVEDT SAID SOVIET TEAM PROMOTING TU-154 WAS IN DELHI AND WAS ABSORBING BULK OF CABRAL' S TIME AND ATTENTION. HE SAID SHARP DIFFERENCE IN TONE BETWEEN THIS AND PREVIOUS MEETINGS WITH CABRAL CONCERNED HIM GREATLY.

2. CONCLUSION HOLTVEDT DREW FROM RECEPTION AT IAC WAS THAT US FIRMS AND GOVERNMENT MUST MOVE PROMPTLY TO COUNTER SOVIET EFFORTS IN BEHALF TU-154. TO THIS END, HE SAID, HE WOULD PROPOSE THAT UNITED AIRCRAFT JOIN UPCOMING TRANSPORTATION EQUIPMENT TRADE MISSION WITH EXECUTIVE-LEVEL REPRESENTATION. (COMMERCE- SPONSORED RAILWAY EQUIPMENT TRADE MISSION ARRIVES DELHI APRIL 1.)

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PAGE 02 NEW DE 03647 302204 Z

3. EMBOFF EXPLAINED THAT TRADE MISSION FOCUS IS RAILROAD INDUSTRY, THAT IT ORGANIZED BY COMMERCE IN WASHINGTON, AND PARTICIPANTS RECRUITED MONTHS EARLIER. HOLTVEDT RESPONDED THAT UNITED AIRCRAFT PARTICIPATION STILL SEEMED DESIRABLE AND APPROPRIATE GIVEN NEED TO MOVE BOLDLY IN INDIA AVIATION MARKET. EMBOFF AGREED TO PASS ON HOLTVEDT VIEWS; BUT NOT RPT NOT SUPPORT SAME.

4. COMMENT: PRESS MAR 30 REPORTS VISIT OF SOVIET AVIATION TEAM HEADED BY AVIAEXPORT FIRST VICE PRESIDENT V. M. SAROV. SEEMS TO US LIKELY THAT IAC WOULD CONSIDER SIMULTANEOUS PRESENCE OF SOVIET AND US SALES REPRESENTATIVES AN EMBARRASSMENT WHICH MAY EXPLAIN CABRAL REACTION AS DESCRIBED BY HOLTVEDT. ADDITIONAL ELEMENT COULD BE EFFORT TO USE TU-154 TEAM VISIT TO PRESSURE PRATT AND WHITNEY/BOEING TO SWEETEN 737 OFFER. WE ARE NOT AWARE OF ANY FUNDAMENTAL CHANGE IN IAC ATTITUDE ON AIRCRAFT ACQUISITION WHICH SIGNIFICANTLY INFLUENCED BY SATISFACTORY EXPERIENCE WITH 737' S ALREADY IN FLEET. INDO-SOVIET POLITICAL RELATIONS NO DOUBT PLAY ROLE, BUT PRIMARY ATTRACTION OF SOVIET AIRCRAFT CONTINUES TO BE THEIR AVAILABILITY FOR RUPEES.
MOYNIHAN

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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